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DELAWARE REAL ESTATE COMMISSION

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PUBLIC MEETING NOTICE:	DELAWARE REAL ESTATE EDUCATION COMMITTEE
MEETING DATE AND TIME:	Thursday, November 7, 2013 at 9:30 a.m.
PLACE:	Division of Professional Regulation 861 Silver Lake Boulevard, Cannon Building Second Floor Conference Room A Dover, Delaware
MINUTES APPROVED:	12/05/2013

MEMBERS PRESENT

Danielle Benson, New Castle County, Professional Member, Chairperson
Donna Klimowicz, New Castle County, Professional Member, Vice Chairperson
Barbara Brodoway, New Castle County, Public Member
Tom Burns, Kent County, Professional Member
Casey Price, Sussex County, Professional Member
Tim Riale, Sussex County, Professional Member
Michael Rushe, Kent County, Public Member
Elaine Woerner, New Castle County, Professional Member

DIVISION STAFF

Eileen Kelly, Deputy Attorney General
Jessica Williams, Administrative Specialist II

MEMBERS ABSENT

Doug Doyle, Kent County, Professional Member
Tammy Reagan, Sussex County, Professional Member

ALSO PRESENT

Karen Alleva, New Castle County Association of Realtors
Regina Lundeen, Delaware Association of Realtors

CALL TO ORDER

Ms. Benson called the meeting to order at 9:33 a.m.

REVIEW OF MINUTES

Mr. Rushe moved, seconded by Mr. Riale, to approve the October 3, 2013 minutes as presented. Motion carried with Ms. Woerner abstaining.

NEW BUSINESS

Update from the Commission

Ms. Benson advised the Committee that the Commission had requested a suggestion from the Committee regarding the automatic approval of Module 7. The Committee decided to suggest that if a course is approved for Delaware, with an approved Delaware instructor, then the student would not need to submit a student request for approval. If the course was taken in another jurisdiction, and was not approved in Delaware, then the student would need to submit a student request with the required supporting documentation.

Ms. Benson also advised the Committee that the Commission had inquired if anyone on the Committee wished to be the ARELLO liaison/contact person for the Commission. The Committee members requested additional information regarding the responsibilities, before volunteering for the position.

Review 2014 Meeting Dates

The Committee reviewed the proposed 2014 meeting dates. Ms. Brodoway moved, seconded by Ms. Price to accept the proposed meeting dates. Motion unanimously carried. The Committee will continue to meet on the first Thursday of the month, excluding the month of July, the July meeting has been scheduled for June 26, 2014, due to the fourth of July holiday.

Review of Course Provider Applications

Mr. Burns moved, seconded by Mr. Riale, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Course Provider: The CE Shop, Inc.

Course Title: New Salesperson Module 1: Professional Standards in Real Estate **Approved**

Credit Hours: 3.0

Module: New Licensee Module 1

Course Title: New Salesperson Module 2: Agreement of Sale/Buyer Representation **Approved**

Credit Hours: 3.0

Module: New Licensee Module 2

Course Title: New Salesperson Module 3: Real Estate Documents/Seller Representation **Approved**

Credit Hours: 3.0

Module: New Licensee Module 3

Course Title: New Salesperson Module 4: Real Estate Professionalism **Approved**

Credit Hours: 3.0

Module: New Licensee Module 4

Course Title: REO Properties: Responsibilities, Education & Opportunity for RE Professionals **Approved**

Credit Hours: 3.0

Module: 6

Course Title: Hot Market Strategies **Approved**

Credit Hours: 3.0

Module: 7

Course Provider: The Frederick Academy of Real Estate

Course Title: Charitable Giving Through Donations of Real Estate **Approved**

Credit Hours: 3.0

Module: 6

Course Title: Real Estate Investment Fundamentals **Approved**
Credit Hours: 3.0
Module: 6

Course Title: Real Estate Hot Buttons and Issues **Approved**
Credit Hours: 3.0
Module: 7

Course Provider: Kent County Association of Realtors

Course Title: Legislative Issues **Approved**
Credit Hours: 3.0
Module: 5

Course Title: Practical Tips for Listing Agents **Approved**
Credit Hours: 3.0
Module(s): 6 or 7

Course Title: Don't Let Your Sale Fall Apart **Approved**
Credit Hours: 3.0
Module: 7

Course Title: First Time Home Buyers – Guiding a Buyer into a First Home **Approved**
Credit Hours: 3.0
Module(s): 3 or 7

Course Title: Legislative Landmines **Approved**
Credit Hours: 3.0
Module: 5

Course Title: Risk Management **Approved**
Credit Hours: 3.0
Module: 4

Course Title: Short Sales and Foreclosures **Approved for Module 3 or 7, Not Module 5 as Requested**
Credit Hours: 3.0
Module(s): 3 or 7

Course Title: Understanding the Agreement of Sale **Approved**
Credit Hours: 3.0
Module: 3

Course Title: DE Uniform Common Interest Ownership Act **Approved**
Credit Hours: 3.0
Module: 5

Course Title: Ethics **Approved**
Credit Hours: 3.0
Module: 2

Course Title: Navigating 2013 and Beyond **Approved**
Credit Hours: 3.0
Module: 7

Course Title: Quirks in Real Estate **Approved**
Credit Hours: 3.0
Module: 7

Course Title: Agency & Fair Housing **Approved**
Credit Hours: 3.0
Modules: 1, 7

Course Title: Differences Between Delaware and Pennsylvania Real Estate Transactions **Approved**
Credit Hours: 3.0
Module: 7

Course Title: New Agency – The Why’s, How’s and Wherefores **Approved**
Credit Hours: 3.0
Module: 5

Course Provider: Luke Bernhardt
Course Title: Renovation Lending **Approved**
Credit Hours: 3.0
Module: 7

Course Provider: Real Estate Institute of Delaware
Course Title: Delaware Pre-Licensing Class **Approved**
Credit Hours: 99.0

Course Provider: Sussex County Association of Realtors
Course Title: Selling HUD Homes – Making it Easy! **Approved**
Credit Hours: 3.0
Module: 6

Course Title: Short Sales “An Overview” **Approved for Module 6 or 7, Not Module 5 as Requested**
Credit Hours: 3.0
Module: 6 or 7

Course Title: Fundamentals of Condominium Financing **Approved**
Credit Hours: 3.0
Module: 7

Course Provider: Wooding Real Estate Group
Course Title: Short Sales “An Overview” **Approved for Module 6 or 7, Not Module 5 as Requested**
Credit Hours: 3.0
Module: 6 or 7

Course Provider: New Castle Board of Realtors
Course Title: Legislative Issues for Realtors **Approved**
Credit Hours: 3.0
Module: 5

Course Provider: Career WebSchool dba OnCourse Learning Corporation
Course Title: RESPA Reform **Approved**
Credit Hours: 3.0
Module: 7

Course Title: Green Home Construction **Approved**
Credit Hours: 6.0

Module: 7

Course Provider: Century 21 Gold Key Realty
Course Title: Photography in Real Estate Marketing **Approved**
Credit Hours: 3.0
Module: 7

Review of Instructor Applications

Mr. Riale moved, seconded by Mr. Rushe, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Luke Bernhardt **Approved**
Continuing Education: Module 7: Renovation Lending – FHA 203K; Home Path; Homestyle Loans

Eric Baunstein **Approved**
Pre-Licensing Course: Orientation; Real Estate Sales

Samuel Chazanow **Approved**
Continuing Education: Module 7 – Fundamentals of Condominium Financing

Ricky Hagar **Approved**
Pre-Licensing Course: Orientation; Real Estate Sales

Robert Hoza **Approved**
Continuing Education: New Licensee Modules 1 – 4; Continuing Education Modules 1 – 6; Continuing Education Module 7 – Basics of Buyer Representation; Basics of Seller Representation; Ethics and Arbitration; Professionalism – Doing the Right Thing When No One is Looking

Pre-Licensing Course: Orientation; Real Estate Sales; Real Estate Mathematics

Broker's Course: Brokerage; Real Estate Documents; Valuing Real Property; Financing; Ethics; Real Estate Investment; Mathematics

John Koval **Approved**
Pre-Licensing Course: Real Estate Mathematics

Kevin Thomas **Approved**
Continuing Education: Module 7 – Home Insurance; Flood Insurance

Discussion Regarding Use of Electronic Devices after Courses have Begun

Ms. Benson advised the Committee that she researched the requirements of surrounding states in regards to the use of electronic devices. Maryland does not allow the use of any electronic devices, while Pennsylvania, leaves the decision up to the course providers and instructors. Ms. Benson advised the Committee that she spoke to some Delaware providers, who advised her that they leave the decision to allow students to use electronic devices up to the instructor or the size of the class.

Ms. Price voiced her concerns regarding the use of electronic devices after a continuing education class has begun, and believes that there are potential privacy, trademark, and liability issues, if electronic devices are used while a class is in session.

Mr. Rushe moved, seconded by Mr. Burns, to recommend to the Commission, that the instructor should make the decision regarding the use of electronic devices. An overarching policy should be, that if an instructor allows the use of electronic devices, such devices should only be used to enhance learning while the class is in session. Motion carried with Ms. Price and Mr. Riale opposed.

OTHER BUSINESS BEFORE THE COMMITTEE (for discussion only)

Ms. Woerner provided the Committee with an update in regards to the course she monitored, which was taught by Phil McGinnis, at the DAR Convention. Ms. Woerner informed the Committee that the class was fine, and that the only issue she had to report was that Mr. McGinnis contradicted her as the monitor, in regards to the use of electronic devices. DAR advised the instructors that students were not to use electronic devices, and Ms. Woerner attempted to stand by DAR's position, while Mr. McGinnis advised students that they could use electronic devices.

Ms. Benson advised the Committee that when Mr. McGinnis previously came before the Committee, he agreed that he would contact the Committee's office if he was scheduled to teach another class prior to the class he was scheduled at the DAR convention. Mr. McGinnis taught a course for Jack Lingo in September and failed to advise the Committee's office of the scheduled course. Ms. Benson also advised the Committee that there was one negative comment from Mr. McGinnis' DAR class, regarding the cartoons being inappropriate and misogynistic. Although the scores of the DAR course do not allow action to be taken, Mr. McGinnis should be advised that he did not comply with the Committee's direction to advise the Committee's Office of any upcoming classes he was scheduled to teach. It was suggested that the Delaware School of Real Estate and Delaware Association of Realtors be sent correspondence cautioning them about Mr. McGinnis' slides and that correspondence be sent to Mr. McGinnis regarding his failure to comply.

Review of Student Requests for Approval of Continuing Education

The Committee discussed the requirement of submitting an instructor's resume for student requests when the course and instructor are approved in Delaware. The Committee discussed potentially approving student requests contingent upon receipt of the instructor's resumes for Delaware approved courses, as the Education Guidelines state that a resume is required.

Ultimately, the Committee decided that if student requests are incomplete, then their application will be recommended for denial, in order for the student to resubmit the required documentation.

Mr. Riale moved, seconded by Mr. Rushe, to recommend approval, denial, or tabling, of the following items as noted below. Motion unanimously carried.

Student Name: Beverly Blades **Denied – Instructor Resume not Submitted**
Course Title: Agency & Fair Housing
Course Provider: Delaware Association of Realtors
Credit Hours: 3.0
Requesting Approval for Module: 7

Student Name: John Blades **Denied – Instructor Resume not submitted**
Course Title: Agency & Fair Housing
Course Provider: Delaware Association of Realtors

Credit Hours: 3.0
Requesting Approval for Module: 7

Student Name: Kevin Maguire **Approved**
Course Title: NAR Ethics
Course Provider: Sussex County Association of Realtors

Credit Hours: 3.0
Requesting Approval for Module: New Salesperson Module 1

Student Name: Thomas McCandless **Approved**
Course Title: Real Estate Documents – Seller Representation (New Salesperson Module 3)
Course Provider: Sussex County Association of Realtors
Credit Hours: 3.0
Requesting Approval for Module: 3

Student Name: Thomas McCandless **Approved**
Course Title: Real Estate Professionalism (New Salesperson Module 4)
Course Provider: Delaware Association of Realtors
Credit Hours: 3.0
Requesting Approval for Module: 7

Student Name: Paula Rineer **Denied – Instructor Resume not submitted**
Course Title: Understanding the Agreement of Sale
Course Provider: Ward & Taylor
Credit Hours: 3.0
Requesting Approval for Module: 7

Student Name: Joel Kimel **Denied – Course is Maryland specific**
Course Title: MREC Agency-Residential
Course Provider: Real Estate Empower, Inc.
Credit Hours: 3.0
Requesting Approval for Module: 1

Student Name: Joel Kimel **Denied – Course is Maryland specific**
Course Title: Fair Housing
Course Provider: Real Estate Empower, Inc.
Credit Hours: 3.0
Requesting Approval for Module: 1

OTHER BUSINESS BEFORE THE COMMITTEE (for discussion only)

Mr. Burns inquired about the appointment expiration dates for Committee members. Ms. Kelly advised the Committee of the new required Committee composition and provided clarification to the members. Ms. Williams provided the Committee members with their appointment expiration dates.

CORRESPONDENCE

There was no correspondence.

PUBLIC COMMENT

There was no public comment.

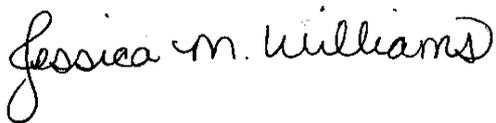
NEXT SCHEDULED MEETING

The next meeting will be held on Thursday, December 5, 2013 at 9:30 a.m. in Conference Room A, second floor of the Cannon Building, 861 Silver Lake Boulevard, Dover, Delaware.

Adjournment

There being no further business, Ms. Klimowicz moved, seconded by Ms. Woerner, to adjourn the meeting. Motion unanimously carried. The meeting adjourned at 11:46 a.m.

Respectfully submitted,

A handwritten signature in cursive script that reads "Jessica M. Williams". The signature is written in black ink and is positioned above the typed name.

Jessica M. Williams
Administrative Specialist II